MARKET ACTION REPORT February 2016

MLS Area: Lake Bluff

ART WILSON
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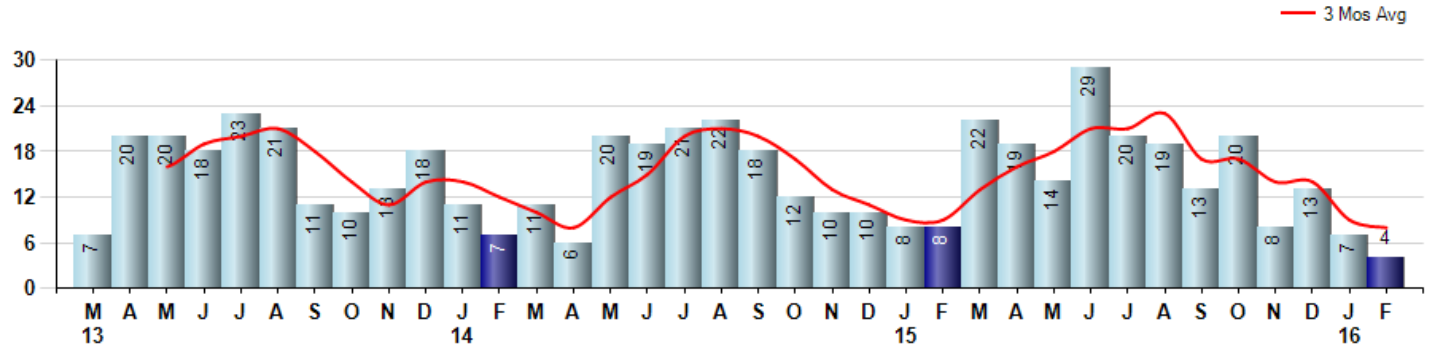
Price Range: $0 to $999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*: LM	L3M	PYM	LY	YTD	Trending Versus*: PriorYTD	PriorYear
Median List Price of all Current Listings	$814,000	↑		↑				
Average List Price of all Current Listings	$976,249	↑		↓				
February Median Sales Price	$142,000	↓	↓	↓	↓	$485,000	↑	↑
February Average Sales Price	$195,250	↓	↓	↓	↓	$493,500	↑	↓
Total Properties Currently for Sale (Inventory)	74	↓		↓				
February Number of Properties Sold	4	↓		↓		11	↓	
February Average Days on Market (Solds)	119	↓	↑	↑	↑	123	↑	↑
February Month's Supply of Inventory	18.5	↑	↑	↑	↑	14.7	↑	↑
February Sale Price vs List Price Ratio	96.6%	↑	↑	↓	↑	94.9%	↓	↔

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

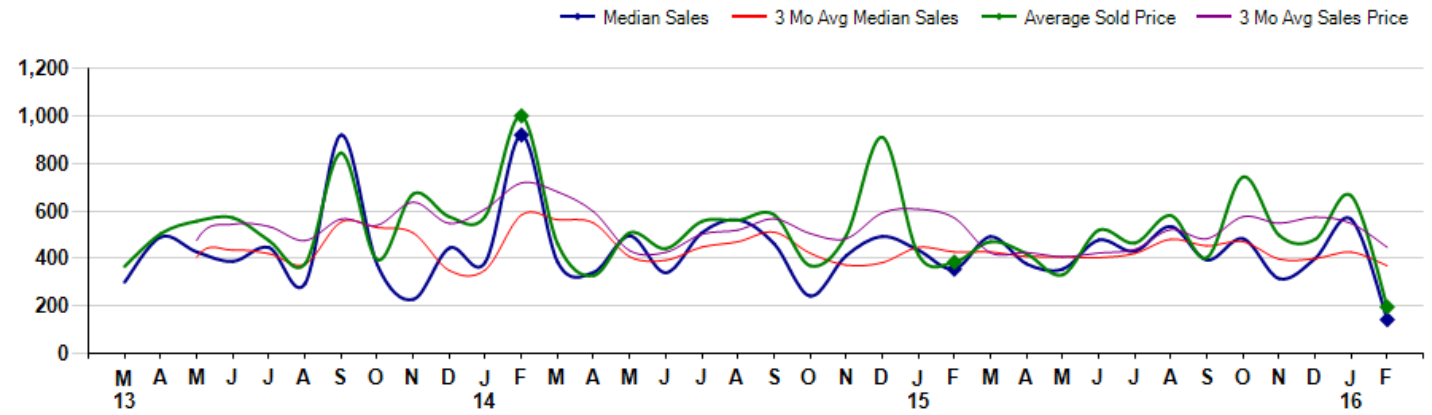
February Property sales were 4, down -50.0% from 8 in February of 2015 and -42.9% lower than the 7 sales last month. February 2016 sales were at their lowest level compared to February of 2015 and 2014. February YTD sales of 11 are running -31.3% behind last year's year-to-date sales of 16.



Prices

The Median Sales Price in February was $142,000, down -60.0% from $355,000 in February of 2015 and down -74.9% from $565,000 last month. The Average Sales Price in February was $195,250, down -49.2% from $384,563 in February of 2015 and down -70.6% from $663,929 last month. February 2016 ASP was at the lowest level compared to February of 2015 and 2014.

Median means Middle (the same # of properties sold above and below Median) (000's)



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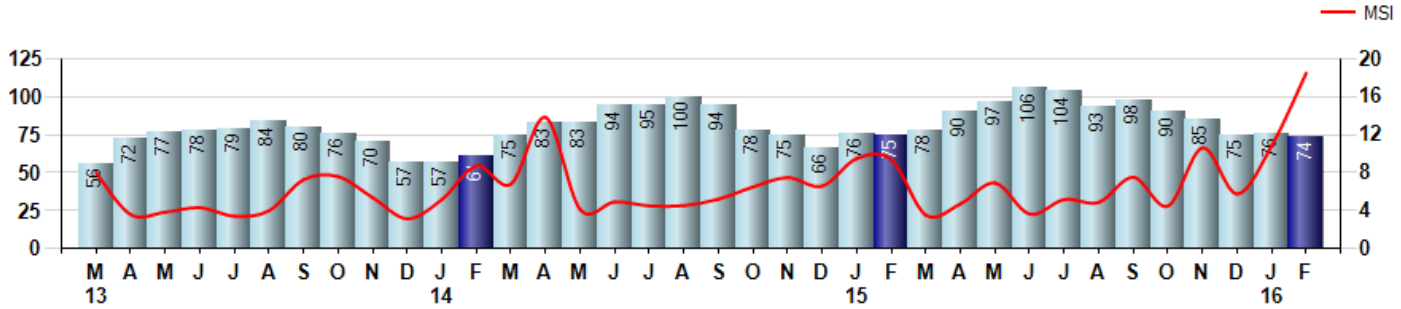
Inventory & MSI

The Total Inventory of Properties available for sale as of February was 74, down -2.6% from 76 last month and down -1.3% from 75 in February of last year. February 2016 Inventory was at a mid range compared to February of 2015 and 2014.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2016 MSI of 18.5 months was at its highest level compared with February of 2015 and 2014.

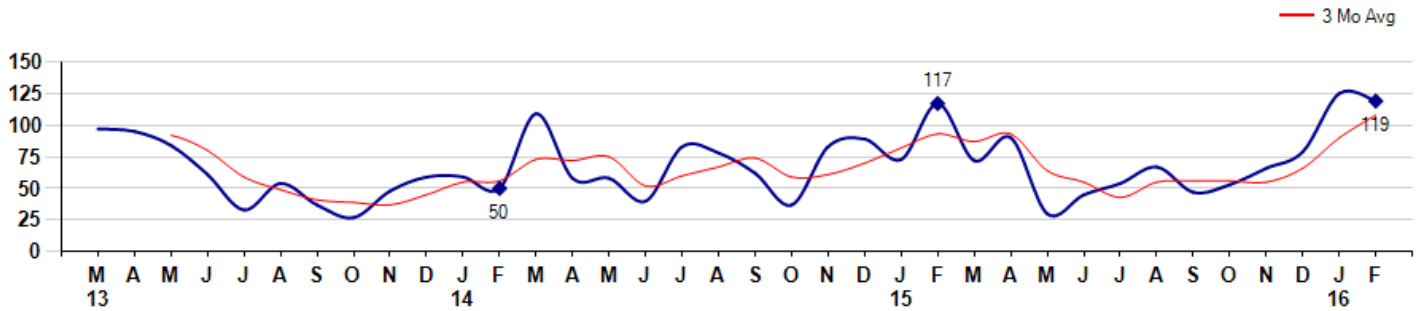
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for February was 119, down -4.8% from 125 days last month and up 1.7% from 117 days in February of last year. The February 2016 DOM was at its highest level compared with February of 2015 and 2014.

Average Days on Market(Listing to Contract) for properties sold during the month



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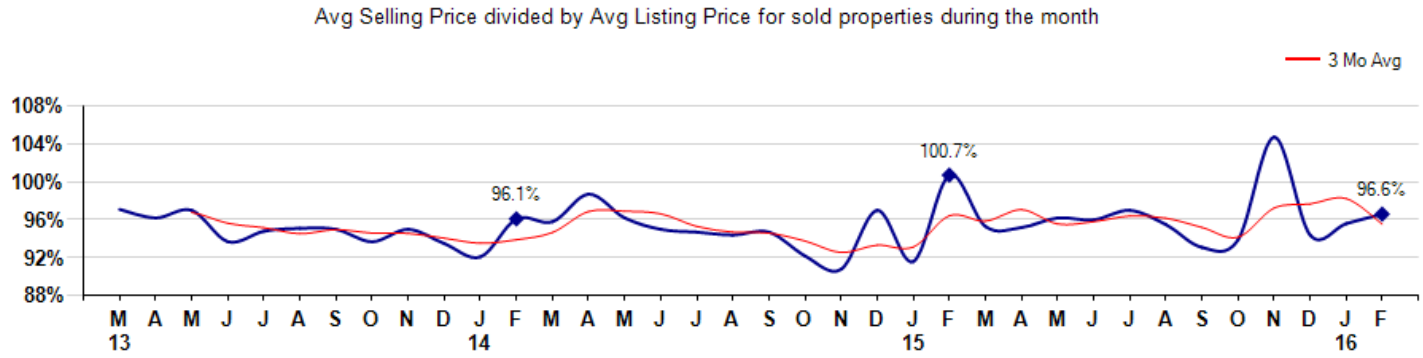
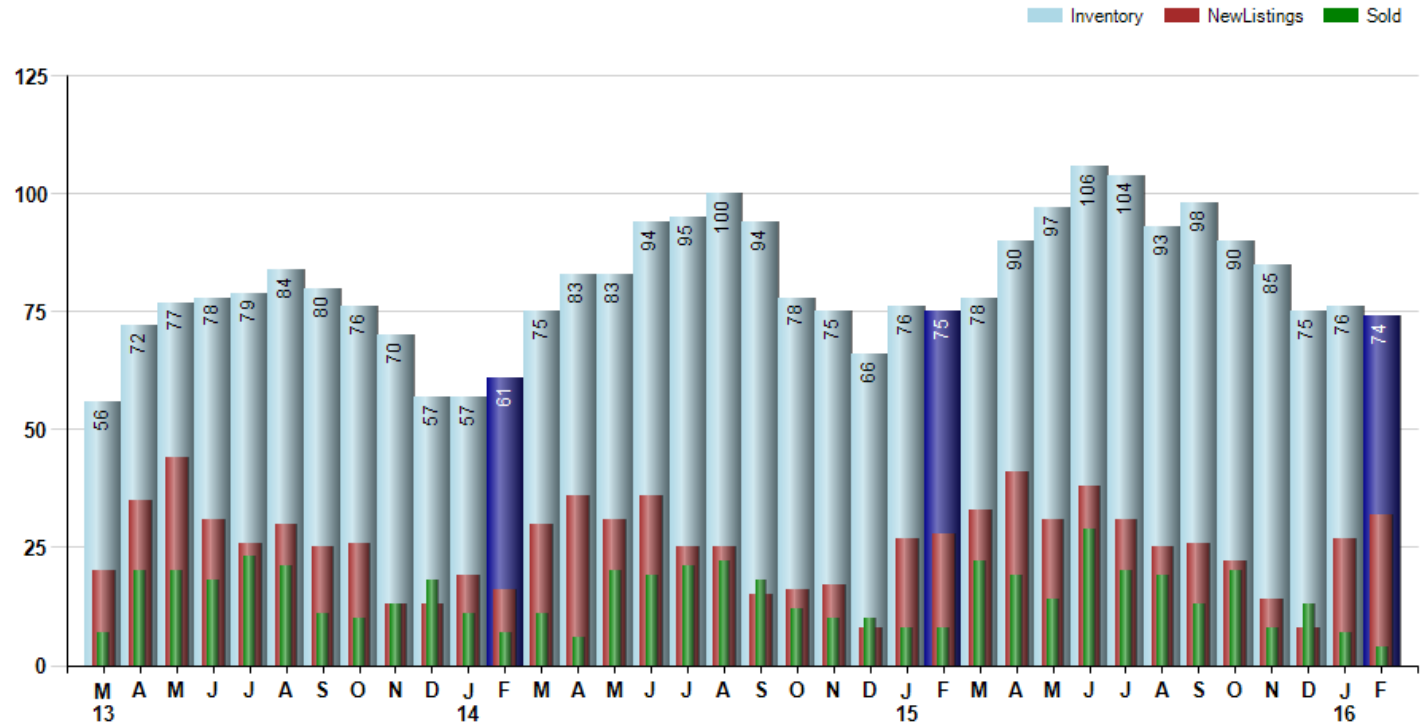
Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The February 2016 Selling Price vs List Price of 96.6% was up from 95.6% last month and down from 100.7% in February of last year.



Inventory / New Listings / Sales

'This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in February 2016 was 32, up 18.5% from 27 last month and up 14.3% from 28 in February of last year.



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	M 13	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F
Homes Sold	7	20	20	18	23	21	11	10	13	18	11	7	11	6	20	19	21	22	18	12	10	10	8	8	22	19	14	29	20	19	13	20	8	13	7	4
3 Mo. Roll Avg			16	19	20	21	18	14	11	14	14	12	10	8	12	15	20	21	20	17	13	11	9	9	13	16	18	21	21	23	17	17	14	14	9	8

(000's)	M 13	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F
MedianSalePrice	300	491	428	388	446	294	920	375	228	444	385	920	385	342	495	340	508	562	463	242	411	493	435	355	492	377	355	478	430	535	394	483	315	400	565	142
3 Mo. Roll Avg			406	435	420	376	553	530	508	349	352	583	563	549	407	392	448	470	511	422	372	382	446	428	427	408	408	403	421	481	453	471	397	399	427	369

	M 13	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F
Inventory	56	72	77	78	79	84	80	76	70	57	57	61	75	83	83	94	95	100	94	78	75	66	76	75	78	90	97	106	104	93	98	90	85	75	76	74
MSI	8	4	4	4	3	4	7	8	5	3	5	9	7	14	4	5	5	5	5	7	8	7	10	9	4	5	7	4	5	5	8	5	11	6	11	19

	M 13	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F
Days On Market	97	95	84	61	33	54	37	27	48	59	59	50	109	58	58	40	83	78	62	37	83	89	73	117	72	90	30	45	54	67	47	53	66	79	125	119
3 Mo. Roll Avg			92	80	59	49	41	39	37	45	55	56	73	72	75	52	60	67	74	59	61	70	82	93	87	93	64	55	43	55	56	56	55	66	90	108

	M 13	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F
Price per Sq Ft	181	214	198	175	196	173	316	205	190	192	218	259	198	174	216	180	193	230	231	171	192	247	188	172	221	200	181	219	206	252	179	253	205	213	257	117
3 Mo. Roll Avg			198	196	190	181	228	231	237	196	200	223	225	210	196	190	196	201	218	211	198	203	209	202	194	198	201	200	202	226	212	228	212	224	225	196

	M 13	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F
Sale to List Price	0.971	0.962	0.970	0.937	0.948	0.951	0.950	0.937	0.950	0.935	0.921	0.961	0.958	0.987	0.962	0.950	0.947	0.944	0.947	0.922	0.908	0.970	0.916	1.007	0.953	0.952	0.962	0.960	0.970	0.955	0.931	0.939	1.047	0.944	0.956	0.966
3 Mo. Roll Avg			0.968	0.956	0.952	0.945	0.950	0.946	0.946	0.941	0.935	0.939	0.947	0.969	0.969	0.966	0.953	0.947	0.946	0.938	0.926	0.933	0.931	0.964	0.959	0.971	0.956	0.958	0.964	0.962	0.952	0.942	0.972	0.977	0.982	0.955

	M 13	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F
New Listings	20	35	44	31	26	30	25	26	13	13	19	16	30	36	31	36	25	25	15	16	17	8	27	28	33	41	31	38	31	25	26	22	14	8	27	32
Inventory	56	72	77	78	79	84	80	76	70	57	57	61	75	83	83	94	95	100	94	78	75	66	76	75	78	90	97	106	104	93	98	90	85	75	76	74
Sales	7	20	20	18	23	21	11	10	13	18	11	7	11	6	20	19	21	22	18	12	10	10	8	8	22	19	14	29	20	19	13	20	8	13	7	4

(000's)	M 13	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J	A	S	O	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F
Avg Sale Price	367	504	557	571	475	378	844	395	672	576	578	1,001	462	328	508	441	556	561	584	369	495	911	416	385	470	420	331	519	464	581	403	743	498	481	664	195
3 Mo. Roll Avg			476	544	535	475	566	539	637	547	608	718	680	597	433	426	502	519	567	505	483	592	608	571	424	425	407	423	438	521	483	576	548	574	547	447

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